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Real Estate Education Committee

02/01/2018 09:30 AM

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904


Posted: 1/25/2018 NW




STATE OF DELAWARE

CANNON BUILDING
861 SILVER LAKE BLVD.,
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DOVER, DELAWARE
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**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

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AGENDA

**(Amended items are noted with an
asterisk)**

I. Call to Order

II. Review and Approval of Minutes - December 7, 2017

III. Unfinished Business

- A. Continued discussion of Commission Rule 13.1.2 New Salesperson Licensees, re: when to be completed

IV. New Business

- A. Update from Commission
- B. Evaluation of forms by DotLoop
- C. Review of Course Provider Application(s)
 - 1. McKissock, LLC
 - a. Lead Alert: A Guide for Property Managers - Module 7
 - 2. Kent County Association of REALTORS
 - a. Reverse Mortgages for Purchase - Module 7
 - b. Professionalism in Real Estate - Module 2
 - c. Professional Standards - Module 2
 - d. You Too Can Serve - Module 7
 - e. Capturing the Military Market - Module 6 or 7
 - f. Intro to Commercial Brokerage - Module 6
 - g. Selling HUD Homes: Making it Easy! - Module 6 or 7
 - h. Technology for Listing Agents - Module 7
 - i. Basics of Delaware Residential Landlord Tenant Code - Module 3 or 6 or 7
 - 3. The CE Shop, Inc.
 - a. Delaware Legislative Issues - Module 5
 - b. Delaware Office Management - Module 4
 - c. At Home with Diversity - Module 2
 - d. Real Estate Marketing Reboot: Innovate>Relate>Differentiate - Module 7
 - e. Seniors Real Estate Specialist (SRES) Designation - Module 6 and 7
 - f. e-Pro Day 1 - Module 7
 - g. e-Pro Day 2 - Module 7
 - h. Generating Buyer and Seller Leads - Module 7
 - i. Preparing a Market Analysis - Module 7

4. Ward & Taylor, LLC
 - a. Flips, The Future & Fighting Back - Module 6
5. OnCourse Learning Corp. dba OnCourse Learning Real Estate
 - a. Prequalifying Your Buyer in Today's Market - Module 7
 - b. Ethics in Real Estate - Module 2
 - c. Tax Free Exchanges - Module 7
 - d. Green Home Features - Module 7
6. Keller Williams Real Estate
 - a. Short Sale, PreForeclosures and Distressed Property - Module 7
7. Jack Lingo, Inc., REALTOR
 - a. Short Sale, PreForeclosures and Distressed Property - Module 6
 - b. New Disclosure Forms: What You Need To Know - Module 3 or 5
8. At Your Pace Online
 - a. Agency & Fair Housing - Module 1
 - b. Professional Standards - Module 2
 - c. Real Estate Documents - Module 3
 - d. Office Management - Module 4
 - e. Legislative Issues - Module 5
 - f. Practices of Real Estate - Module 6
 - g. NAR Ethics - Module 7
- D. Review of Instructor Application(s)
 1. Erik Hoferer - New Application
 2. Philip McGinnis, Jr. - Renewal Application
 3. Colin McGowan - Renewal
 4. Gail Alm - Reapplication
 5. Sandy Fader - Renewal
 6. Sheri Wytcherley - New Application
 7. Richard Gallegos - New Application
 8. Edith Elzie - New Application
- E. Review of Student Request for CE Approval
 1. Kevin McGowan, Broker

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - March 1, 2018

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL

customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.